

Massachusetts Division of Insurance
Quarterly Report of Membership in Health Maintenance Organizations
as of December 31, 2004 ¹

MEDICARE+CHOICE MEMBERSHIP BY COUNTY

| | Barnstable | Berkshire | Bristol | Dukes | Essex | Franklin | Hampden | Hampshire | Middlesex | Nantucket | Norfolk | Plymouth | Suffolk | Worcester | Massachusetts |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | Members at | Members at | Members at | Members at | Members at | Members at | Members at | Members at | Members at | Members at | Members at | Members at | Members at | Members at | Members at |
| | End of Quarter | End of Quarter | End of Quarter | End of Quarter | End of Quarter | End of Quarter | End of Quarter | End of Quarter | End of Quarter | End of Quarter | End of Quarter | End of Quarter | End of Quarter | End of Quarter | End of Quarter |
| Medicare+Choice Members ^{2,3} | | | | | | | | | | | | | | | |
| Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. ⁴ | 1,207 | 0 | 3,449 | 0 | 2,281 | 2,025 | 7,338 | 1,959 | 3,070 | 0 | 3,099 | 2,106 | 509 | 6,971 | 34,014 |
| Fallon Community Health Plan, Inc. | 14 | 0 | 5 | 1 | 11 | 366 | 169 | 41 | 1,755 | 0 | 448 | 1 | 0 | 29,376 | 32,187 |
| Harvard Pilgrim Health Care, Inc. | 2 | 0 | 5 | 0 | 5,829 | 0 | 0 | 0 | 17,206 | 0 | 6,403 | 15 | 4,516 | 4 | 33,980 |
| Tufts Associated HMO, Inc. ⁵ | 2,196 | 0 | 4,220 | 0 | 4,431 | 0 | 6,115 | 0 | 19,286 | 0 | 7,136 | 4,267 | 1,424 | 4,409 | 53,484 |
| Total Medicare+Choice Members | 3,419 | 0 | 7,679 | 1 | 12,552 | 2,391 | 13,622 | 2,000 | 41,317 | 0 | 17,086 | 6,389 | 6,449 | 40,760 | 153,665 |

¹ Information reported by HMOs as of the end of the fourth quarter of 2004 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. Beginning January 1, 2004, membership reflects those persons enrolled only in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.

² Includes all members enrolled in the HMO under a Medicare+Choice contract with the Centers for Medicare and Medicaid Services as defined in the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics Version 2.0."

³ Carriers that do not have any "Medicare+Choice" business are not reflected on this report.

⁴ Formerly a line of business of Blue Cross and Blue Shield of Massachusetts, Inc. ("BCBSMA"). Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. was created as a separate corporate entity for BCBSMA's HMO line of business effective January 1, 2005.

⁵ Doing business as Tufts Associated Health Plan ("TAHMO") and as Tufts Health Plan (THP).